

Message Text

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PAGE 01 TAIPEI 05700 250908Z
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W
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R 250855Z AUG 78
FM AMEMBASSY TAIPEI
TO USDOC WASHDC
INFO SECSTATE WASHDC 8739
AMEMBASSY MANILA

UNCLAS TAIPEI 05700

COMMERCE FOR ITA/BED/OIM/SAD - R. BUCALO

E.O. 11652: N/A
TAGS: BEXP, TW
SUBJECT: U.S. COMMERCIAL FISHING EQUIPMENT AND SEAFOOD
- PROCESSING SYSTEMS SPECIALIZED TRADE MISSION:
- SUMMARY REPORT FOR TAIWAN

REF: USDOC 8699

1. SUMMARY: SALES LEADS OBTAINED: 55, NO ACTUAL SALES MADE,
870,000 DOLS EXPECTED DURING NEXT 12 MONTHS.

2. REPRESENTATION AGREEMENTS SIGNED, 3 PENDING, NONE
ACTUALLY SIGNED AS OF THIS DATE, 3 EXPECTED TO BE SIGNED
DURING NEXT 12 MONTHS. (NOTE - TWO COMPANIES ON MISSION
ALREADY HAVE REPRESENTATION IN TAIWAN) LICENSING
AGREEMENTS: 2 PENDING (NOTE - ONE OF THESE IS IN PROCESS
OF NEGOTIATION NOW. IF COMPLETED IT WILL BE A MULTI
MILLION DOLLAR PROJECT), 2 OTHER AGREEMENTS WITHIN 12
MONTHS.

3. JOINT VENTURE AGREEMENTS: ONE TAIWAN FIRM COMING TO
U.S. TO DISCUSS JOINT VENTURE.

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4. COMMENTS BY MISSION MEMBERS:
(A) RESULTS HAVE BEEN A VERY PLEASANT SURPRISE. MANY
IMPORTANT CONTACTS MADE THROUGH EFFORTS OF EMBASSY AND
COMMERCIAL SECTION WHICH WE OTHERWISE WOULD PROBABLY HAVE
NEVER BEEN POSSIBLE.
(B) THIS IS OUR 6TH U.S. TRADE MISSION. PREPARATION
EXCELLENT. EMBASSY AND COMMERCE OFFICIALS INCLUDING

MISSION DIRECTOR'S ASSISTANCE VERY VALUABLE. MISSION
SUCCESSFUL FOR MY COMPANY.

(C) FROM IRVING REFKIN REPRESENTING CAMPBELL INDUSTRIES
(BEGIN QUOTE) I AM VERY PLEASED WITH THE TURNOUT WHICH
REFLECTS EXCELLENT PLANNING AND FOLLOW UP. AS FAR AS
CAMPBELL INDUSTRIES IS CONCERNED THIS MISSION IS AN
OUTSTANDING SUCCESS AND THE PERSONNEL INVOLVED SHOULD
BE COMMENDED. I WILL FORMALIZE THIS COMMENDATION TO THE
SECRETARY OF COMMERCE UPON MY RETURN. (END QUOTE)

5. MISSION'S EXPENSES IN TAIWAN EXPECTED TO BE WITHIN
AUTHORIZATION. UNGER

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NNN

Message Attributes

Automatic Decaptioning: X
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Disposition Approved on Date:
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TAGS: BEXP, TW
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